



# Commercial Leasing 101

**Hosted by**  
South Padre Island  
Board of REALTORS®

**When** Wed, February 20, 2019

**Where**  
2111 Padre Blvd. Ste. 5  
South Padre Island, TX 78597

**Class**  
Registration: 8:45am  
9am – 12pm

**Instructor(s)** Michica Guillory

This is an interactive broadcast course, meaning participants in multiple locations will see, hear, and even speak with each other and the instructor. Contact the course host for more information.

## Registration

Name on TREC license

TREC license # Primary phone

Email address

**Courses & fees** \$30

**Commercial Leasing 101**  
3 hrs. CE, course #32508  
\$30

This course is for the residential real estate professional interested in commercial real estate. Learn the basics and beyond. From working with landlords and property managers to leasing office and retail space. The course covers basic vocabulary and basic mathematics. It also discusses some basic principles of how to communicate most effectively with landlords and property managers, the build-out process and what truly are the real estate professionals' responsibilities in the commercial leasing process. The course is designed to remove the mystery of the build-out process and to illustrate why staying out of this part of the move-in process is crucial.

### Deadline

Register by 2/13/19 After deadline, add \$5 to registration fee

**Method of payment**  Cash  Check  Money order  Visa  
 MasterCard  Discover  American Express

Name on card 3-digit CSC

Billing address ZIP

Credit card number Expiration date

Signature

 **TEXAS REALTORS® UNIVERSITY**  
TEXAS ASSOCIATION OF REALTORS®  
Provider #0001  
800-873-9155 • education@texasrealtors.com

### CE credit

If seeking CE credit, please bring your real estate license and a valid photo I.D.

### Special services

If you require special accommodations to participate, please let us know at least three days prior to the course and attach a written description of your needs.

### Refund/cancellation policy

No refunds will be issued after February 13, 2019.

## To register

Fill out this form and email  
Lindsey@spirealtors.com

Questions?

Contact Lindsey Martinez  
(956) 772-1940